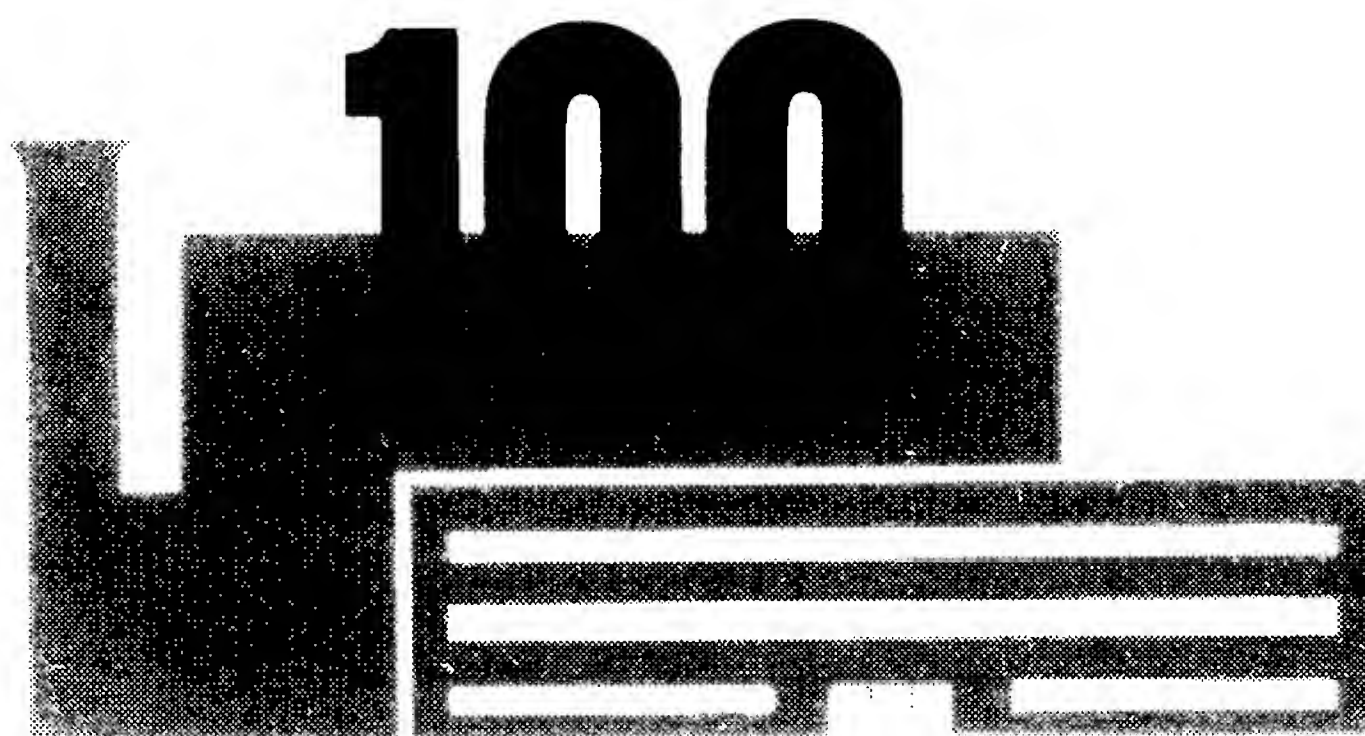




100 COMPANIES

RECEIVING THE LARGEST DOLLAR VOLUME
OF PRIME CONTRACT AWARDS

Fiscal Year 1995



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FOREWORD

100 Companies Receiving the Largest Dollar Volume of Prime Contract Awards is published annually. This report contains summary data on the 100 companies, including their subsidiaries, which were awarded the largest total dollar volume of Department of Defense prime contract awards during fiscal year 1995.

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INTRODUCTION

This report presents summary data on the 100 companies, and their subsidiaries, receiving the largest dollar volume of Department of Defense (DoD) prime contract awards during fiscal year (FY) 1995. Table 1, page 9, lists the 100 companies in alphabetical order and gives their associated rank. Table 2, page 11, identifies the parent companies in rank order, with their subsidiaries, and gives the total net value of awards for both the parent company and its subsidiaries. In many cases, the parent company receives no awards itself, but appears on the list because of its subsidiaries. Table 2 also shows what percentage of the total awards each company's awards represent, as well as the cumulative percentage represented by all companies.

New this year are Table 3 and Table 4. Table 3, page 27, lists the top 100 companies DoD-wide in rank order and breaks the totals into three categories of procurement: Research, Development, Test and Evaluation (RDT&E); Other Services and Construction; and Supplies and Equipment. Table 4, page 29, lists the top 50 companies for each of the Reporting Components in rank order, and by category of procurement.

Information from this publication can be found on the World Wide Web under <http://web1.whs.osd.mil/peidhome/procstat/top100/top100.htm>

NOTES ON COVERAGE

Data in this report reflect the net value of both debit and credit procurement actions over \$25,000; e.g., the value of a terminated contract, or other downward adjustment to a contract, is deducted from a firm's total award amount, while modifications and other positive adjustments are treated as increases. Procurement actions include definitive contracts, the obligated portions of letter contracts, job orders, task orders, delivery orders, and any other orders against existing contracts. Research and development, services, construction, and supply and equipment contracts, worldwide, are included.

The report does not include those parts of indefinite quantity contracts that have not been translated into specific orders to business firms or those contracts that have not yet become mutually binding agreements between the government and the company. The company totals do not include contracts made by other U.S. Government Agencies and financed with DoD funds or contracts awarded in foreign nations through their respective governments.

DATA RELATING TO COMPANIES IN THIS PUBLICATION ARE SUBJECT TO THE ACCURACY OF THE FEDERAL PROCUREMENT DATA SYSTEM CONTRACTOR ESTABLISHMENT CODE, AND THE ABILITY OF THIS CODING SYSTEM TO DESCRIBE RELATIONSHIPS OF COMPANIES. .

HIGHLIGHTS

DoD prime contract awards over \$25,000 totaled \$117.9 billion during FY 1995, \$562 million less than in FY 1994. The 100 firms, and their subsidiaries, receiving the largest amount of DoD contracts in FY 1995 received \$69.2 billion, or 58.9 percent of all awards, primarily for aircraft, missile/space systems, ships, and electronics & communications equipment. In FY 1994, the top 100 companies received \$73.1 billion, or 61.9 percent of all awards.

Exhibit A below, shows that the first five companies received 23.9 percent of the total received by all companies in FY 1995, compared with 23 percent during FY 1994. The company ranked as number one during FY 1995, Lockheed Martin Corp., is composed of the companies ranked as number two and number four in FY 1994, with awards of \$10.5 billion during FY 1995, compared with a combined total of \$9.6 billion during FY 1994. The smallest total amount received by a company in the FY 1995 Table 2 was \$118.4 million, compared to \$113.2 million in FY 1994.

Exhibit A

Company Position	Percent of Total			
	FY 1995	FY 1994	FY 1993	FY 1992
1	8.9	7.8	4.4	5.9
2	6.8	5.5	5.6	4.0
3	3.2	4.4	3.8	3.8
4	2.5	2.7	3.3	3.7
5	2.5	2.6	2.6	3.3
Total 1-5	23.9	23.0	21.4	19.2
6-10	8.9	10.7	9.4	11.7
11-25	10.9	11.8	14.1	14.9
Total 1-25	43.7	45.4	44.9	45.8
26-50	7.8	8.9	9.5	8.9
51-75	4.4	4.7	4.5	4.6
76-100	3.0	2.9	2.6	2.8
Total 1-100	59.0	61.9	61.5	62.1

Changes in the Top 100 Companies, FY 1994 To FY 1995

Twenty-two companies which did not appear on the list in FY 1994 are among the top 100 companies in FY 1995, see Exhibit B below. Of these, five appear in positions 21 through 42, and the balance between 55 and 100. The companies which appeared on the FY 1994 list but did not appear on the FY 1995 list are also shown in Exhibit B. Companies are considered as appearing on the list in both fiscal years despite mergers, acquisitions, divestitures, and name changes if a major component of a newly constituted company, or the newly constituted company itself, made the list as a component of a company in the top 100 in the prior year.

Exhibit B

Companies Listed in FY 1995 But not in FY 1994

Aerospace Corp.
Arinc Inc.
ASFA Insaat Paazarlama
Bay Tankers Inc.
Blake Construction Co. Inc.
Boeing Skrsky Comanche Team JV
Centex Corp.
CFM International Inc.
Cubic Corp.
International Shipholding Corp.
Kaman Corporation
NASSCO Holdings Inc.
Nichols Research Corp.
Philip Morris Companies, Inc.
Proctor & Gamble Company, The
RJR Nabisco Holdings Corp.
Rolls-Royce Plc
Stewart & Stevenson Svcs Inc.
Trinity Industries Inc.
United Defense LP
United States Dept. of Energy
WMX Technologies Inc.

Companies Listed in FY 1994 But not in FY 1995

Arvin Industries, Inc.
Astronautics Corp. of America
Avondale Industries, Inc.
Battelle Memorial Institute
Boeing Skorsky LHX Program Office
CDA Holding Inc.
Ceridian Corp.
Cia Espanola De Petroleos SA
E-Sytems Inc.
Hensel Phelps Construction Co.
Hercules Inc.
Hunt Building Corp.
Israel Aircraft Industries Ltd
Jacobs Engineering Group Inc.
Kuwait Petroleum Corp.
Morrison Knudsen Corp.(DEL)
Philipp Holzmann AG
Vanadium Enterprises Corp.
Zenith Electronics Corp.

The most significant change during FY 1995 was the merger of Lockheed Corporation and Martin Marietta Corporation to form Lockheed Martin Corporation. Twelve of the 22 companies listed in FY 1995, but not in FY 1994, were included in the top 200 for FY 1994. Also, 10 of the 19 listed in FY 1994, but not in FY 1995, remain in the top 200.

Primary Procurement Categories of the Top 100 Companies

Although the contract work of many companies on the list includes more than one procurement category, in Exhibit C below, each company has been assigned to the procurement category that accounts for its largest dollar volume of DoD awards; for example, General Electric Co. is a multi-industry company, producing electronic and communications equipment as well as industrial and consumer products. For the purposes of this exhibit, it has been assigned to "Aircraft," the procurement category accounting for its largest dollar volume of DoD contract awards.

Exhibit C

Procurement Category	Number of Companies		
	FY 1995	FY 1994	Change
Aircraft	12	12	0
Missiles	12	14	- 2
Ships	9	5	+ 4
Tank-Automotive	3	5	- 2
Ammunition	2	3	- 1
Electronics	19	17	+ 2
Services	24	23	+ 1
Construction	9	11	- 2
Petroleum	6	8	- 2
Weapons	1	0	+ 1
Subsistence	2	0	+ 2
All Other	1	2	- 1

Top 10 Companies

The FY 1995 top 10 companies are listed in Exhibit D by rank, along with their FY 1994 rank and the dollar value of the awards received in both FY 1995 and FY 1994. Exhibit E, page 6, describes the major products of these 10 companies.

Exhibit D

Rank		Company Name	Awards (in Billions)	
1995	1994		1995	1994
1	2,4	Lockheed Martin Corporation	10.5	9.6
2	1	McDonnell Douglas Corporation	8.0	9.3
3	31	Tenneco Incorporated	3.7	0.5
4	5	General Motors Corporation	3.0	3.0
5	3	Northrop Grumman Corporation	2.9	5.2
6	7	Raytheon Corporation	2.9	2.7
7	8	General Electric Company	2.1	2.7
8	10	Loral Corporation	2.0	1.7
9	14	Boeing Company The	1.8	1.2
10	9	United Technologies Corporation	1.8	2.7

Tenneco Incorporated, ranked number 3 in Exhibit D above, jumped from 31 in FY 1994 due to the award of a contract for construction of a Nimitz Class (CVN 68) nuclear powered aircraft carrier to it's subsidiary, Newport News Shipbuilding and Dry Dock Company.

Exhibit E

COMPANY

MAJOR PRODUCTS

- | | |
|----------------------------|---|
| 1. Lockheed Martin Corp. | UGM-96 TRIDENT, CG-47 AEGIS, HELLFIRE missile systems. MK-41 Guided Missile Launch. Advanced Tactical Fighter, C-5 GALAXY, C-130 HERCULES, C-141 STARLIFTER, F-4 PHANTOM II, F-16 FALCON, P-3 ORION, S-3 VIKING, and UH-2 Seasprite aircraft. AH-64 APACHE aircraft equipment. MILSTAR communications. RDT&E for missile/space systems, weapons, aircraft, and electronics/communications equipment. |
| 2. McDonnell Douglas Corp. | F-18 HORNET, F-15 EAGLE, AV-8 HARRIER, C-10 & C-17 cargo transports, T-45 GOSHAWK and AH-64 APACHE aircraft. OH-58 KIOWA, UH-60 BLACKHAWK aircraft components. TOMAHAWK and HARPOON missile systems. RDT&E related to aircraft and missiles. |
| 3. Tenneco Inc. | Nuclear powered aircraft carriers and submarines. |
| 4. General Motors Corp. | AMRAAM, MAVERICK, TOW, RIM-66, RIM-67, UGM-96 TRIDENT, STINGER, and PEACE SHIELD missile systems. C-130 HERCULES, C-141 STARLIFTER, F-15 EAGLE, F-16 FALCON, and F-18 HORNET aircraft components. BRADLEY fighting vehicle components. Vehicular power transmission components for ABRAMS (M1/M1A1/M1A2) tanks. RDT&E for missile/space systems, and electronics/communications equipment. ADP and telecommunications services. |
| 5. Northrop Grumman Corp. | A-6 INTRUDER, B-1, B-2 STEALTH, C-2 GREYHOUND, E-2 HAWKEYE, EA-6B PROWLER, F-5 FREEDOM fighter, F-14 TOMCAT, F-15 EAGLE, and UH-1 IROQUOIS aircraft. BGM-109 TOMAHAWK, LGM-30 MINUTEMAN, and MX-MISSILE missile systems. AN/FSD JOINT STARS radar and navigational equipment. RDT&E for electronics/communications equipment, and missile/space systems. |

Exhibit E (Concluded)

COMPANY

MAJOR PRODUCTS

6. Raytheon Company

PATRIOT, AMRAAM, TRIDENT, HAWK, SEA SPARROW, and RIM-66 Standard missile systems and components. Miscellaneous Fire Control equipment. SONAR equipment. RDT&E for Ballistic Missile Defense Systems, electronics/communications equipment and missile/space systems.

7. General Electric Co.

Engines for TF-30, TF-34, T-56, T-58, T-64, UH-60 BLACKHAWK, F-100, F-101, F-110, F-14 TOMCAT, and F-18 HORNET aircraft. CG-47 AEGIS and UGM-96 TRIDENT missile system components. RDT&E for missile/space systems, ships, aircraft, and electronics/communication equipment.

8. Loral Corp.

AH-64 APACHE, C130 HERCULES, F-16 FALCON, F-18 HORNET, and SH-60 SEAHAWK aircraft components. CHAPARRAL, STINGER, MINUTEMAN, and Multi launch rocket systems. MK-46 torpedo. RDT&E for missile/space systems, electronics/communications equipment and Ballistic Missile Defense systems.

9. Boeing Company, The

CH-47 CHINOOK, EA-6B PROWLER, H-46 SEA KNIGHT, B-1, B-52 STARTO FORTRESS, E3-A, KC-135 STRATOLIFTER, and C-137 STRATOLINER aircraft. RDT&E for Ballistic Missile Defense Systems. AGM-69 SRAM and LGM-30 MINUTEMAN missiles. ADP and Telecommunications Services

10. United Technologies Corp.

F-100, F-101, TF-30, TF-33, and C-17 aircraft engines. C-17, AH-1J SEA COBRA, H-13 SIOUX, SH-3D SEA KING, UH-60 BLACKHAWK, SH-60 SEAHAWK, CH-53 SEA STALLION and Advanced Tactical Fighter aircraft and components. RDT&E for aircraft, electronics/communications equipment, and missile/space systems.

TABLE 1
INDEX OF 100 PARENT COMPANIES WHICH
RECEIVED THE LARGEST DOLLAR VOLUME OF
PRIME CONTRACT AWARDS

FISCAL YEAR 1995

R A N K	PARENT COMPANY	R A N K	PARENT COMPANY
54	AEROSPACE CORPORATION	77	KAMAN CORPORATION
26	ALLIANT TECHSYSTEMS INC	12	LITTON INDUSTRIES INC
24	ALLIEDSIGNAL INC	1	LOCKHEED MARTIN CORPORATION
97	ARINC INCORPORATED	42	LOGICON INC
33	AT&T CORP	8	LORAL CORPORATION
92	ATLANTIC RICHFIELD COMPANY	75	MAERSK INC
74	BAY TANKERS INC	39	MASSACHUSETTS INST OF TECH
63	BECHTEL GROUP INC	2	MCDONNELL DOUGLAS CORPORATION
53	BELL ATLANTIC CORPORATION	67	MESC HOLDINGS, INC
31	BLACK & DECKER CORPORATION	37	MITRE CORPORATION
81	BLAKE CONSTRUCTION CO INC	91	MORTENSON M A COMPANIES
9	BOEING COMPANY THE	46	MOTOROLA INC
36	BOEING SKRSKY COMANCHE TEAM JV	84	NASSCO HOLDINGS INC
61	BOOZ ALLEN & HAMILTON INC	98	NICHOLS RESEARCH CORPORATION
80	CAE INC	5	NORTHROP GRUMMAN CORPORATION
35	CARLYLE PARTNERS LEVERAGED CAP	55	NV KON. NEDERLANDSE PETROLEUM
56	CENTEX CORPORATION	95	OGDEN CORPORATION
58	CFM INTERNATIONAL INC	45	OHM CORPORATION
64	CHEVRON CORPORATION	28	OLIN CORPORATION
40	CHRYSLER CORPORATION	93	OSHKOSH TRUCK CORPORATION
85	CLARK ENTERPRISES INC	79	PHILIP MORRIS COMPANIES INC
68	COASTAL CORPORATION	69	PROCTER & GAMBLE COMPANY THE
18	COMPUTER SCIENCES CORPORATION	6	RAYTHEON COMPANY
70	CSX CORPORATION	94	RENCO GROUP THE INC
87	CUBIC CORPORATION	82	RJR NABISCO HOLDINGS CORP
50	DRAPER CHARLES STARK LAB INC	14	ROCKWELL INTERNATIONAL CORP
29	DYNACORP	38	ROLLS-ROYCE PLC
100	EATON CORPORATION	65	SALOMON INC
90	EG&G INC	16	SCIENCE APPLICATIONS INTL CORP
88	ESCO ELECTRONICS CORPORATION	76	SEQUA CORPORATION
27	EXXON CORPORATION	30	STEWART & STEVENSON SVCS INC
43	FEDERAL EXPRESS CORPORATION	78	SVERDRUP CORPORATION, THE
66	FEDERAL PRISON INDUSTRIES	59	T I/MARTIN JAVELIN JOINT VENTR
25	FMC CORPORATION	60	TELEDYNE INC
21	FULCRUM II LIMITED PARTNERSHIP	3	TENNECO INC
89	GENCORP INC	22	TEXAS INSTRUMENTS INCORPORATED
11	GENERAL DYNAMICS CORPORATION	15	TEXTRON INC
7	GENERAL ELECTRIC COMPANY	96	THE GENERAL ELECTRIC CO. PLC
4	GENERAL MOTORS CORPORATION	23	TRACOR INC
83	GOVERNMENT TECHNOLOGY SVCS INC	99	TRINITY INDUSTRIES INC
20	GTE CORPORATION	17	TRW INC
47	HALLIBURTON COMPANY	52	UNC INCORPORATED
48	HARRIS CORPORATION	34	UNISYS CORPORATION
44	HONEYWELL INC	41	UNITED DEFENSE LP
32	INTERNATIONAL BUS MCHS CORP	57	UNITED STATES DEPT ENERGY
86	INTERNATIONAL SHIPHOLDING CORP	10	UNITED TECHNOLOGIES CORP
62	INTERNATIONAL TECHNOLOGY CORP	13	WESTINGHOUSE ELECTRIC CORP
19	ITT INDUSTRIES INC	72	WMX TECHNOLOGIES INC
49	JOHNS HOPKINS UNIVERSITY	71	WORLDORP, INC
51	JOHNSON CONTROLS INC	73	XEROX CORPORATION

TABLE 2
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1995

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
	TOTAL	117,551,954	100.00	100.00
	TOTAL, 100 COMPANIES/SUBSIDIARIES	69,195,967	58.86	58.86
1	LOCKHEED MARTIN CORPORATION ANALYTIX ELECTRONIC SYSTEMS, CALCOMP INC LOCKHEED CORPORATION LOCKHEED ENGRG & SCIENCES CO LOCKHEED ENVIRONMENTAL SYSTEMS LOCKHEED MISSILES & SPACE CO LOCKHEED SANDERS INC MARTIN MARIETTA CORPORATION MARTIN MARIETTA MATERIALS INC MARTIN MARIETTA ORD SYSTEMS MARTIN MARIETTA SERVICES INC MARTIN MARIETTA TECHNOLOGIES	1,882,393 210 182 4,997,154 22,965 2,630 1,866,446 268,333 409,401 107 4,572 61,998 <u>966,398</u>		
	TOTAL	10,482,787	8.91	8.91
2	MCDONNELL DOUGLAS CORPORATION MC DONNELL DOUGLAS FIN CORP MC DONNELL DOUGLAS SERVICES IN MCDONNELL DOUGLAS HELICPTR CO	5,450,162 2,202,077 321 <u>368,308</u>		
	TOTAL	8,020,868	6.82	15.74
3	TENNECO INC NEWPORT NEWS SHIPBLDG & DRYDOC	0 <u>3,709,810</u>		
	TOTAL	3,709,810	3.15	18.89
4	GENERAL MOTORS CORPORATION DELCO ELECTRONICS CORPORATION ELECTRONIC DATA SYSTEMS CORP HUGHES AIRCRAFT COMPANY HUGHES ELECTRONICS CORPORATION HUGHES MISSILE SYSTEMS CO HUGHES NETWORK SYSTEMS INC HUGHES TECHNICAL SERVICES CO HUGHES TRAINING INC	73,054 25,198 425,061 1,433,946 66,164 881,117 127 333 <u>87,928</u>		
	TOTAL	2,992,929	2.54	21.44
5	NORTHROP GRUMMAN CORPORATION GRUMMAN AEROSPACE CORPORATION GRUMMAN CORPORATION GRUMMAN DATA SYSTEMS CORP NORTHROP WORLDWIDE ARCFT SVC VOUGHT AIRCRAFT COMPANY	1,213,292 941,865 561,326 101,744 87,182 <u>7,663</u>		
	TOTAL	2,913,072	2.47	23.92

FISCAL YEAR 199512

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1995

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
10	UNITED TECHNOLOGIES CORP CARRIER CORPORATION INTERNATIONAL FUEL CELLS CORP SIKORSKY SUPPORT SERVICES INC UNITED TECH OPT SYSTEMS UNITED TECHNOLOGIES FLORIDA TOTAL	1,717,070 319 7,713 9,904 540 39,290 <hr/> 1,774,835	1.50	32.86
11	GENERAL DYNAMICS CORPORATION GENERAL DYNAMICS LAND SYSTEMS MATERIAL SERVICE RESOURCES CO TOTAL	1,309,465 385,750 40 <hr/> 1,695,254	1.44	34.30
12	LITTON INDUSTRIES INC LITTON FIBERCOM LITTON SYSTEMS INC TOTAL	971,906 98 265,204 <hr/> 1,237,209	1.05	35.36
13	WESTINGHOUSE ELECTRIC CORP KNOLL GROUP INC KNOLL INTERNATIONAL LTD. KNOLL NORTH AMERICA INC SCIENTIFIC ECOLOGY GROUP INC WESTINGHOUSE ELECT SYS VENTURE WESTINGHOUSE ELECTRIC SA WESTINGHOUSE NORDEN SYSTEMS WESTINGHOUSE REMEDIATION SVCS TOTAL	1,115,107 401 184 13,890 2,545 66,286 475 25,547 1,001 <hr/> 1,225,438	1.04	36.40
14	ROCKWELL INTERNATIONAL CORP ALLEN-BRADLEY COMPANY INC COLLINS INTERNATIONAL SVC CO RELIANCE COMM/TEC CORPORATION RELIANCE ELECTRIC INDUS CO ROCKWELL FRANCE TOTAL	1,208,396 66 649 26 384 450 <hr/> 1,209,971	1.02	37.43
15	TEXTRON INC AIRFOIL TEXTRON INC AVCO CORPORATION BELL HELICOPTER TEXTRON INC CESSNA AIRCRAFT COMPANY THE H R TEXTRON INC NORWOOD PRCSION PRDCTS/CRATRON TURBINE ENG COMPONENTS TEXTRON TOTAL	359,785 28 68,855 606,366 27,318 5,356 120 1,173 <hr/> 1,069,000	0.90	38.34

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1995

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
16	SCIENCE APPLICATIONS INTL CORP WRIGHT R E ENVIRONMENTAL TOTAL	928,277 3,114 <hr/> 931,391	0.79	39.13
17	TRW INC TRW SPACE & DEFENSE SECTOR TOTAL	866,788 175 <hr/> 866,963	0.73	39.87
18	COMPUTER SCIENCES CORPORATION CSC ANALYTICS INC TOTAL	646,046 10,090 <hr/> 656,135	0.55	40.43
19	ITT INDUSTRIES INC ITT FEDERAL SERVICES CORP ITT FEDERAL SERVICES INTL ITT SHERATON CORPORATION TOTAL	402,409 62,608 182,836 36 <hr/> 647,888	0.55	40.98
20	GTE CORPORATION CONTEL CELLULAR INC CONTEL CORPORATION CONTEL FEDERAL SYSTEMS INC CONTEL OF CALIFORNIA INC CONTEL OF NEW YORK INC GTE CALIFORNIA INC GTE COMMUNICATION SYSTEMS CORP GTE CUSTOMER NETWORKS INC GTE FLORIDA INCORPORATED GTE GOVERNMENT SYSTEMS CORP GTE HAWAIIAN TELEPHONE CO INC GTE MOBILNET INCORPORATED GTE NORTH INC GTE NORTHWEST INCORPORATED GTE PRODUCTS OF CONNECTICUT GTE SOUTH INCORPORATED GTE SOUTHWEST INCORPORATED TOTAL	37,632 233 623 60,878 288 30 184 698 140 3,596 525,622 1,107 98 211 86 201 749 696 <hr/> 633,070	0.53	41.52
21	FULCRUM II LIMITED PARTNERSHIP BATH IRON WORKS CORPORATION TOTAL	0 563,480 <hr/> 563,480	0.47	41.99
22	TEXAS INSTRUMENTS INCORPORATED TOTAL	554,389 <hr/> 554,389	0.47	42.47

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1995

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
23	TRACOR INC OTC TRACOR AEROSPACE, INC OTC TRACOR APPLIED SCIENCES, TRACOR AEROSPACE INC TRACOR APPLIED SCIENCES INC TRACOR FLIGHT SYSTEMS INC VITRO CORPORATION VITRO SERVICES CORPORATION TOTAL	62,427 36,661 55,418 4,895 11,527 1,752 255,864 81,921 <hr/> 510,465	0.43	42.90
24	ALLIEDSIGNAL INC ALLIED-SIGNAL CANADA INC ALLIEDSIGNAL GEN AVI AVIONICS ALLIEDSIGNAL TECHNICAL SVCS TOTAL	387,185 577 3,292 111,978 <hr/> 503,032	0.42	43.33
25	FMC CORPORATION MOORCO INTERNATIONAL INC SMITH METER INC TOTAL	485,445 46 59 <hr/> 485,551	0.41	43.74
26	ALLIANT TECHSYSTEMS INC TOTAL	472,974 <hr/> 472,974	0.40	44.14
27	EXXON CORPORATION IMPERIAL OIL LIMITED TOTAL	471,739 119 <hr/> 471,859	0.40	44.55
28	OLIN CORPORATION PHYSICS INTERNATIONAL COMPANY TOTAL	450,517 18,237 <hr/> 468,753	0.39	44.94
29	DYNCORP AEROTHERM CORPORATION B-K DYNAMICS, INC. DYNCORP AVIATION SERVICES INC DYNCORP EENSP DYNCORP/DYNAIR CORPORATION TECHNOLOGY APPLICATIONS, INC TOTAL	305,987 8,061 2,399 1,568 8,409 119,378 2,606 <hr/> 448,409	0.38	45.33

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1995

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
30	STEWART & STEVENSON SVCS INC STEWART & STEVENSON POWER, TOTAL	442,115 29 442,144	 0.37	 45.70
31	BLACK & DECKER CORPORATION PRC COMMERCIAL SYSTEMS INC PRC ENVIRONMENTAL MGT DEL PRC INC TOTAL	32 265 46,012 387,751 434,060	 0.36	 46.07
32	INTERNATIONAL BUS MCHS CORP INFORMATIQUE (COMPAGNIE GENERA INTEGRATED SYSTEMS SLTIONS CORP LOTUS DEVELOPMENT CORPORATION SOFT SWITCH INC TOTAL	419,613 70 5,615 230 38 425,566	 0.36	 46.43
33	AT&T CORP AT&T COMMUNICATIONS, INC AT&T GLOBAL INFO SOLUTIONS CO AT&T INTERNATIONAL INC AT&T PARADYNE CORPORATION MC CAW CELLULAR COMMUNICATIONS TOTAL	373,759 11,106 31,944 2,642 2,330 508 422,289	 0.35	 46.79
34	UNISYS CORPORATION LORAL CORPORATION INC UNISYS CORPORATIONS GOVERNMENT TOTAL	234,795 677 157,842 393,315	 0.33	 47.13
35	CARLYLE PARTNERS LEVERAGED CAP BDM FEDERAL INC BDM INTERNATIONAL INC G C L TOTAL	0 239,653 147,025 27 386,706	 0.32	 47.46
36	BOEING SKRSKY COMANCHE TEAM JV TOTAL	372,556 372,556	 0.31	 47.77
37	MITRE CORPORATION TOTAL	370,277 370,277	 0.31	 48.09

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1995

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
38	ROLLS-ROYCE PLC ALLISON ENGINE COMPANY INC ROLLS-ROYCE HOLDINGS INC ROLLS-ROYCE INC. ROLLS-ROYCE POWER ENGINEERING TOTAL	199,998 147,372 516 175 <u>2,408</u> 350,469	0.29	48.39
39	MASSACHUSETTS INST OF TECH TOTAL	<u>343,644</u> 343,644	0.29	48.68
40	CHRYSLER CORPORATION CHRYSLER TECHNOLOGIES CORP ELECTROSPACE SYSTEMS INC ESI HOLDING INC TOTAL	0 305 177,031 <u>162,930</u> 340,266	0.28	48.97
41	UNITED DEFENSE LP TOTAL	<u>319,667</u> 319,667	0.27	49.24
42	LOGICON INC LOGICON R & D ASSOCIATES SYSCON CORPORATION TOTAL	165,517 79,393 <u>72,383</u> 317,293	0.26	49.51
43	FEDERAL EXPRESS CORPORATION TOTAL	<u>302,221</u> 302,221	0.25	49.77
44	HONEYWELL INC TOTAL	<u>300,760</u> 300,760	0.25	50.02
45	OHM CORPORATION OHM REMEDIATION SERVICES CORP RUST REMEDIAL SERVICES INC TOTAL	7,440 280,413 <u>1,378</u> 289,231	0.24	50.27

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1995

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
46	MOTOROLA INC MOTOROLA COMMUNICATIONS & ELEC MOTOROLA COMPUTER SYSTEMS, MOTOROLA MILITARY AROSPC ELEC TOTAL	243,531 42,723 48 48 <hr/> 286,350	0.24	50.51
47	HALLIBURTON COMPANY BROWN & ROOT HOLDINGS INC BROWN & ROOT INC BROWN & ROOT SERVICES CORP HALLIBURTON NUS CORPORATION NUS TRAINING CORP TOTAL	6,470 34 5,960 223,393 38,628 1,695 <hr/> 276,180	0.23	50.75
48	HARRIS CORPORATION LANIER WORLDWIDE HOLDINGS INC LANIER WORLDWIDE INC TOTAL	273,407 1,308 939 <hr/> 275,654	0.23	50.98
49	JOHNS HOPKINS UNIVERSITY TOTAL	274,258 <hr/> 274,258	0.23	51.21
50	DRAPER CHARLES STARK LAB INC TOTAL	271,525 <hr/> 271,525	0.23	51.45
51	JOHNSON CONTROLS INC JOHNSON CONTRLS WORLD SVCS INC TOTAL	11,031 258,809 <hr/> 269,839	0.22	51.68
52	UNC INCORPORATED UNC AIRWORK CORPORATION UNC HOLDINGS INC UNC TRI-INDUSTRIES INC TOTAL	212 493 248,499 5,111 <hr/> 254,315	0.21	51.89

FISCAL YEAR 199519

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1995

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
61	BOOZ ALLEN & HAMILTON INC TOTAL	<u>229,442</u> 229,442	 0.19	 53.73
62	INTERNATIONAL TECHNOLOGY CORP I T CORPORATION TOTAL	<u>9,155</u> <u>209,407</u> 218,562	 0.18	 53.92
63	BECHTEL GROUP INC BECHTEL CORPORATION BECHTEL ENVIRONMENTAL, INC BECHTEL INC BECHTEL NATIONAL, INC BECHTEL POWER CORPORATION TOTAL	<u>0</u> 121,760 87,118 138 114 <u>3,025</u> 212,155	 0.18	 54.10
64	CHEVRON CORPORATION CHEVRON USA INC TOTAL	<u>1,277</u> <u>187,570</u> 188,847	 0.16	 54.26
65	SALOMON INC PHIBRO ENERGY USA INC TOTAL	<u>0</u> <u>187,842</u> 187,842	 0.15	 54.42
66	FEDERAL PRISON INDUSTRIES TOTAL	<u>185,398</u> 185,398	 0.15	 54.58
67	MESC HOLDINGS, INC MAGNAVOX ELCTRONIC SYSTEMS CO TOTAL	<u>0</u> <u>185,188</u> 185,188	 0.15	 54.74
68	COASTAL CORPORATION CIC INDUSTRIES INC COASTAL GAS MARKETING CO INC COASTAL REFINING & MARKETING COSBEL PETROLEUM CORPORATION COSCOL PETROLEUM CORP TOTAL	<u>16,312</u> 152,413 43 3,944 7,458 <u>556</u> 180,725	 0.15	 54.89

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1995

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
69	PROCTER & GAMBLE COMPANY THE PROCTER GAMBLE DISTRG CO THE PROCTER GAMBLE PHARMACEUTICALS TOTAL	76,690 100,251 40 <hr/> 176,981	0.15	55.04
70	CSX CORPORATION SEA-LAND SERVICE INC TOTAL DISTRIBUTION SERVICES TOTAL	0 174,403 126 <hr/> 174,529	0.14	55.19
71	WORLDCORP, INC TOTAL	<hr/> 170,601 170,601	0.14	55.33
72	WMX TECHNOLOGIES INC AERO-METRIC ENGINEERING INC CHEM-NUCLEAR SYSTEMS, INC CHEMICAL WASTE MANAGEMENT INC RUST ENGINEERING & CNSTR RUST ENVMT & INFRASTRUCTURE RUST INDUSTRIAL SERVICES INC RUST INTERNATIONAL INC WASTE MANAGEMENT INC WASTE MANAGEMENT INC FLORIDA WASTE MANAGEMENT OF ARIZONA AZ WASTE MANAGEMENT OF ARKANSAS WASTE MANAGEMENT OF COLORADO WASTE MANAGEMENT OF MASS WASTE MANAGEMENT OF MISS WASTE MANAGEMENT OF OREGON WASTE MANAGEMENT OF UTAH INC WHEELABRATOR CLEAN WTR SYSTEMS WHEELABRATOR CORPORATION WHEELABRATOR ENVMTL SYSTEMS WHEELABRATOR TECHNOLOGIES INC TOTAL	5,142 2,725 7,524 25,574 96,421 25,493 1,352 314 1,478 68 391 25 597 119 265 36 159 1,071 152 677 512 <hr/> 170,095	0.14	55.48
73	XEROX CORPORATION KOREA XEROX CO LTD RANK XEROX ESPANOLA, S.A. SAUDI XEROX AGENCIES CO WESTCHESTER FIRE INSURANCE CO XEROX COLORGRAFX SYSTEMS INC XEROX DE PANAMA XEROX HONDURAS TOTAL	167,335 28 438 56 172 174 101 51 <hr/> 168,356	0.14	55.62
74	BAY TANKERS INC TOTAL	<hr/> 167,598 167,598	0.14	55.76

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1995

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
75	MAERSK INC MAERSK DEUTSCHLAND GMBH MAERSK LINE LTD TOTAL	18,406 121 <u>148,743</u> 167,270	0.14	55.91
76	SEQUA CORPORATION ARC PROFESSIONAL SVCS GROUP ATLANTIC RESEARCH CORPORATION CHROMALLOY AMERICAN CORP CHROMALLOY GAS TURBINE CORP TOTAL	54,525 18,120 31,668 17,885 <u>43,591</u> 165,789	0.14	56.05
77	KAMAN CORPORATION KAMAN DIVERSIFIED TECH CORP KAMAN SCIENCES CORPORATION RAYMOND ENGINEERING INC TOTAL	56,101 24,987 70,927 <u>5,100</u> 157,114	0.13	56.18
78	SVERDRUP CORPORATION, THE SVERDRUP CIVIL INC SVERDRUP FACILITIES INC SVERDRUP TECHNOLOGY INC TOTAL	6,521 18,775 6,261 <u>121,323</u> 152,879	0.13	56.31
79	PHILIP MORRIS COMPANIES INC ENTENMANNS INC DELAWARE KRAFT FOODS INC MAYER OSCAR FOODS CORPORATION PHILIP MORRIS INCORPORATED TOMBSTONE PIZZA CORPORATION TOTAL	326 278 86,936 17,960 45,930 <u>717</u> 152,146	0.12	56.44
80	CAE INC CAE(US) INC TOTAL	0 <u>150,609</u> 150,609	0.12	56.57
81	BLAKE CONSTRUCTION CO INC TOTAL	<u>149,576</u> 149,576	0.12	56.70

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1995

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
82	RJR NABISCO HOLDINGS CORP NABISCO HOLDINGS CORP REYNOLDS, R J TOBACCO COMPANY RJR NABISCO, INC TOTAL	0 144,535 1,112 <u>1,964</u> 147,611	0.12	56.82
83	GOVERNMENT TECHNOLOGY SVCS INC GTSI & FALCON TOTAL	144,879 <u>1,564</u> 146,443	0.12	56.95
84	NASSCO HOLDINGS INC TOTAL	<u>146,412</u> 146,412	0.12	57.07
85	CLARK ENTERPRISES INC HYMAN GEORGE CONSTRUCTION CO OMNI CONSTRUCTION INC TOTAL	0 144,256 <u>1,283</u> 145,539	0.12	57.19
86	INTERNATIONAL SHIPHOLDING CORP CENTRAL GULF LINES INC WATERMAN STEAMSHIP CORPORATION TOTAL	0 47,844 <u>97,223</u> 145,067	0.12	57.32
87	CUBIC CORPORATION CUBIC DEFENSE SYSTEMS INC TOTAL	53,194 <u>90,175</u> 143,369	0.12	57.44
88	ESCO ELECTRONICS CORPORATION DEFENSE HOLDING CORP ELECTRONICS & SPACE CORP HAZELTINE CORPORATION RANTEC MICROWAVE & ELECTRONICS SOUTHWEST MOBILE SYSTEMS CORP TOTAL	0 3,277 53,438 43,566 8,877 <u>30,695</u> 139,852	0.11	57.56
89	GENCORP INC AEROJET-GENERAL CORPORATION TOTAL	0 <u>137,100</u> 137,100	0.11	57.68

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1995

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
90	EG&G INC EG&G ASTROPHYSICS RES CORP EG&G INSTRUMENTS INC EG&G KT AEROFAB INC EG&G POWER SYSTEMS INC EG&G SEALOL INC EG&G WASH ANALYTICAL SVCS CTR ROTRON INCORPORATED TOTAL	67,985 429 91 181 972 5,818 60,597 978 137,052	 0.11	 57.79
91	MORTENSON M A COMPANIES TOTAL	134,547 134,547	 0.11	 57.91
92	ATLANTIC RICHFIELD COMPANY TOTAL	130,899 130,899	 0.11	 58.02
93	OSHKOSH TRUCK CORPORATION TOTAL	129,297 129,297	 0.10	 58.13
94	RENCO GROUP THE INC AM GENERAL CORPORATION TOTAL	107- 128,321 128,213	 0.10	 58.24
95	OGDEN CORPORATION OGDEN ALLIED MAINTENANCE CORP OGDEN ENVMTL & ENRGY SVC CO OGDEN PROFESSIONAL SVCS CORP OGDEN SERVICES CORPORATION OGDEN TECHNOLOGY SERVICES CORP SCHAFFER, W J ASSOCIATES INC TOTAL	0 3,168 54,598 2,455 1,723 44,458 17,779 124,180	 0.10	 58.34
96	THE GENERAL ELECTRIC CO. PLC CANADIAN MARCONI COMPANY DEVELOPMENTAL SCIENCES CORP DICK A B COMPANY DEL GEC INCORPORATED GEC MARCONI ELEC SYS CORPORATI GEC-MARCONI AVIONICS INC LEAR ASTRONICS CORPORATION MARCONI COMMUNICATIONS INC MARCONI SIMULATION PICKER INTERNATIONAL INC THE ENGLISH ELECTRIC CO. LTD. TOTAL	0 396 35 532 21,254 82,644 8,947 36 164 2,192 4,423 3,499 124,124	 0.10	 58.45

TABLE 2 (CONCLUDED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1995

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
97	ARINC INCORPORATED ARINC RESEARCH CORPORATION TOTAL	62,058 <u>61,704</u> 123,762	 0.10	 58.55
98	NICHOLS RESEARCH CORPORATION TOTAL	<u>122,143</u> 122,143	 0.10	 58.66
99	TRINITY INDUSTRIES INC TRINITY MARINE GROUP TOTAL	906 <u>117,824</u> 118,730	 0.10	 58.76
100	EATON CORPORATION A I L SYSTEMS INC CUTLER-HAMMER INC TOTAL	9,945 95,954 <u>12,470</u> 118,369	 0.10	 58.86

TABLE 3
100 COMPANIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT
AWARDS AND CATEGORY OF PROCUREMENT
Department of Defense
FISCAL YEAR 1995

<u>Rank</u>	<u>Contractor</u>	<u>RDT&E</u>	<u>Other Services</u>	<u>Supplies</u>	<u>Total</u>
1	LOCKHEED MARTIN CORPORATION	4,196,765	1,710,359	4,575,661	10,482,786
2	MCDONNELL DOUGLAS CORPORATION	1,873,720	721,303	5,425,844	8,020,868
3	TENNECO INC	10,145	646,092	3,053,571	3,709,809
4	GENERAL MOTORS CORPORATION	534,938	638,652	1,819,338	2,992,929
5	NORTHROP GRUMMAN CORPORATION	890,597	437,885	1,584,589	2,913,072
6	RAYTHEON COMPANY	702,084	1,106,690	1,081,633	2,890,409
7	GENERAL ELECTRIC COMPANY	448,760	508,758	1,146,137	2,103,656
8	LORAL CORPORATION	532,544	597,240	837,520	1,967,305
9	BOEING COMPANY THE	236,663	790,092	753,530	1,780,286
10	UNITED TECHNOLOGIES CORP	401,029	119,221	1,254,584	1,774,835
11	GENERAL DYNAMICS CORPORATION	128,478	315,712	1,251,062	1,695,254
12	LITTON INDUSTRIES INC	58,375	163,193	1,015,640	1,237,208
13	WESTINGHOUSE ELECTRIC CORP	197,313	415,356	612,768	1,225,437
14	ROCKWELL INTERNATIONAL CORP	359,248	309,390	541,332	1,209,971
15	TEXTRON INC	491,408	99,337	478,253	1,069,000
16	SCIENCE APPLICATIONS INTL CORP	306,783	564,393	60,214	931,391
17	TRW INC	482,433	258,555	125,974	866,963
18	COMPUTER SCIENCES CORPORATION	59,358	572,296	24,479	656,135
19	ITT CORPORATION	37,918	302,094	307,875	647,888
20	GTE CORPORATION	49,630	318,697	264,741	633,070
21	FULCRUM II LIMITED PARTNERSHIP	0	32,494	530,986	563,480
22	TEXAS INSTRUMENTS INCORPORATED	265,496	50,815	238,076	554,388
23	TRACOR INC	103,918	392,142	14,404	510,464
24	ALLIEDSIGNAL INC	67,118	124,307	311,606	503,031
25	FMC CORPORATION	103,304	125,450	256,796	485,551
26	ALLIANT TECHSYSTEMS INC	79,808	47,309	345,856	472,974
27	EXXON CORPORATION	0	0	471,858	471,858
28	OLIN CORPORATION	142,374	156,497	169,880	468,753
29	DYNACORP	16,871	428,703	2,833	448,408
30	STEWART & STEVENSON SVCS INC	2,256	1,271	438,616	442,144
31	BLACK & DECKER CORPORATION	25,450	276,896	131,713	434,059
32	INTERNATIONAL BUS MCHS CORP	121,537	173,483	130,544	425,565
33	AT&T CORP	101,075	159,043	162,170	422,288
34	UNISYS CORPORATION	140,930	150,479	101,904	393,314
35	CARLYLE PARTNERS LEVERAGED CAP	108,874	254,140	23,690	386,705
36	BOEING SKRSKY COMANCHE TEAM JV	372,556	0	0	372,556
37	MITRE CORPORATION	359,297	10,235	743	370,277
38	ROLLS-ROYCE PLC	32,807	144,558	173,102	350,468
39	MASSACHUSETTS INST OF TECH	341,122	2,521	0	343,643
40	CHRYSLER CORPORATION	46,873	118,307	175,085	340,266
41	UNITED DEFENSE LP	150,519	16,674	152,472	319,666
42	LOGICON INC	80,889	220,934	15,468	317,292
43	FEDERAL EXPRESS CORPORATION	0	302,038	183	302,221
44	HONEYWELL INC	61,918	31,106	207,735	300,760
45	OHM CORPORATION	0	288,072	1,158	289,231
46	MOTOROLA INC	50,974	98,045	137,330	286,350
47	HALLIBURTON COMPANY	1,042	275,137	0	276,180
48	HARRIS CORPORATION	84,031	90,003	101,619	275,654
49	JOHNS HOPKINS UNIVERSITY	272,360	1,897	0	274,258
50	DRAPER CHARLES STARK LAB INC	260,097	11,381	46	271,525

Note: Amounts in thousands of dollars.

TABLE 3 (Concluded)
100 COMPANIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT
AWARDS AND CATEGORY OF PROCUREMENT
Department of Defense
FISCAL YEAR 1995

Rank	Contractor	RDT&E	Other Services	Supplies	Total
51	JOHNSON CONTROLS INC	15,381	253,854	603	269,839
52	UNC INCORPORATED	0	234,575	19,739	254,314
53	BELL ATLANTIC CORPORATION	2,078	11,610	239,669	253,359
54	AEROSPACE CORPORATION	250,071	0	0	250,071
55	NV KON. NEDERLANDSE PETROLEUM	0	165	247,561	247,726
56	CENTEX CORPORATION	0	242,002	0	242,002
57	UNITED STATES DEPT ENERGY	12,525	9,218	218,624	240,368
58	CFM INTERNATIONAL INC	0	0	240,007	240,007
59	T I/MARTIN JAVELIN JOINT VENTR	41,515	145	189,992	231,653
60	TELEDYNE INC	117,775	22,522	90,289	230,587
61	BOOZ ALLEN & HAMILTON INC	41,192	188,249	0	229,441
62	INTERNATIONAL TECHNOLOGY CORP	0	160,922	57,639	218,561
63	BECHTEL GROUP INC	6,841	203,904	1,408	212,154
64	CHEVRON CORPORATION	0	295	188,551	188,847
65	SALOMON INC	0	0	187,841	187,841
66	FEDERAL PRISON INDUSTRIES	0	2,169	183,228	185,398
67	MESC HOLDINGS, INC	38,170	7,979	139,037	185,187
68	COASTAL CORPORATION	0	2,145	178,578	180,724
69	PROCTER & GAMBLE COMPANY THE	0	0	176,981	176,981
70	CSX CORPORATION	0	174,528	0	174,528
71	WORLDCORP, INC	0	170,600	0	170,600
72	WMX TECHNOLOGIES INC	2,005	132,112	35,977	170,095
73	XEROX CORPORATION	14,714	91,945	61,696	168,356
74	BAY TANKERS INC	0	167,597	0	167,597
75	MAERSK INC	0	167,269	0	167,269
76	SEQUA CORPORATION	23,961	23,355	118,471	165,789
77	KAMAN CORPORATION	61,397	75,333	20,383	157,114
78	SVERDRUP CORPORATION, THE	66,255	86,580	43	152,879
79	PHILIP MORRIS COMPANIES INC	0	0	152,146	152,146
80	CAE INC	17,029	94,507	39,073	150,609
81	BLAKE CONSTRUCTION CO INC	0	149,575	0	149,575
82	RJR NABISCO HOLDINGS CORP	0	0	147,611	147,611
83	GOVERNMENT TECHNOLOGY SERVICES	0	3,904	142,539	146,443
84	NASSCO HOLDINGS INC	1,182	21,959	123,269	146,411
85	CLARK ENTERPRISES INC	0	145,539	0	145,539
86	INTERNATIONAL SHIPHOLDING CORP	0	145,066	0	145,066
87	CUBIC CORPORATION	20,110	38,053	85,205	143,369
88	ESCO ELECTRONICS CORPORATION	12,274	8,654	118,922	139,852
89	GENCORP INC	74,912	37,194	24,992	137,100
90	EG&G INC	19,025	101,439	16,586	137,051
91	MORTENSON M A COMPANIES	0	134,547	0	134,547
92	ATLANTIC RICHFIELD COMPANY	0	0	130,899	130,899
93	OSHKOSH TRUCK CORPORATION	662	10,147	118,487	129,297
94	RENCO GROUP THE INC	0	11,285	116,927	128,213
95	OGDEN CORPORATION	51,250	70,131	2,799	124,180
96	THE GENERAL ELECTRIC CO. PLC	69,076	11,539	43,507	124,123
97	ARINC INCORPORATED	12,933	106,756	4,071	123,762
98	NICHOLS RESEARCH CORPORATION	113,806	4,928	3,407	122,142
99	TRINITY INDUSTRIES INC	70	0	118,659	118,729
100	EATON CORPORATION	28,283	66,776	23,309	118,369

Note: Amounts in thousands of dollars.

TABLE 4
50 COMPANIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT
AWARDS, REPORTING COMPONENT, AND CATEGORY OF PROCUREMENT
Department of the Army
FISCAL YEAR 1995

<u>Rank</u>	<u>Contractor</u>	<u>RDT&E</u>	<u>Other Services</u>	<u>Supplies</u>	<u>Total</u>
1	LOCKHEED MARTIN CORPORATION	611,915	188,690	543,452	1,344,057
2	RAYTHEON COMPANY	315,520	519,085	424,350	1,258,956
3	LORAL CORPORATION	259,805	93,502	376,783	730,091
4	GENERAL MOTORS CORPORATION	134,319	138,664	448,578	721,562
5	GENERAL DYNAMICS CORPORATION	44,799	62,657	596,124	703,582
6	MCDONNELL DOUGLAS CORPORATION	226,507	5,162	250,063	481,733
7	SCIENCE APPLICATIONS INTL CORP	96,840	348,464	35,757	481,062
8	STEWART & STEVENSON SVCS INC	2,256	0	438,587	440,843
9	OLIN CORPORATION	129,234	156,497	136,881	422,614
10	ITT INDUSTRIES INC	23,775	114,843	268,482	407,100
11	UNITED TECHNOLOGIES CORP	5,611	1,023	372,533	379,168
12	BOEING SKRSKY COMANCHE TEAM JV	372,556	0	0	372,556
13	FMC CORPORATION	102,962	92,347	149,715	345,026
14	GTE CORPORATION	18,387	102,117	195,026	315,532
15	UNITED DEFENSE LP	150,519	16,674	130,544	297,738
16	ALLIANT TECHSYSTEMS INC	31,290	5,961	241,768	279,020
17	TEXTRON INC	65,304	15,203	176,858	257,365
18	NORTHROP GRUMMAN CORPORATION	101,843	39,287	98,624	239,755
19	T I/MARTIN JAVELIN JOINT VENTR	41,345	0	180,511	221,856
20	DYNCORP	7,584	212,224	175-	219,633
21	BOEING COMPANY THE	35,379	138,600	39,030	213,009
22	BELL ATLANTIC CORPORATION	0	6,042	206,297	212,340
23	COMPUTER SCIENCES CORPORATION	13,529	167,717	504-	180,742
24	HALLIBURTON COMPANY	0	177,702	0	177,702
25	MITRE CORPORATION	172,187	3,463	743	176,394
26	GENERAL ELECTRIC COMPANY	1,051	7,867	166,948	175,867
27	TRW INC	88,397	30,966	49,660	169,024
28	INTERNATIONAL TECHNOLOGY CORP	0	102,620	57,639	160,259
29	CENTEX CORPORATION	0	151,720	0	151,720
30	BLAKE CONSTRUCTION CO INC	0	148,715	0	148,715
31	MORTENSON M A COMPANIES	0	131,281	0	131,281
32	HERCULES INCORPORATED	13,356	115,166	1,014	129,537
33	WMX TECHNOLOGIES INC	2,005	107,104	19,895	129,005
34	CHRYSLER CORPORATION	100	1,257	125,803	127,160
35	MOTOROLA INC	18,342	83,762	20,803	122,908
36	RENCO GROUP THE INC	0	11,285	111,542	122,828
37	OSHKOSH TRUCK CORPORATION	662	10,147	109,282	120,092
38	LOGICON INC	0	111,189	6,443	117,633
39	TEXAS INSTRUMENTS INCORPORATED	80,136	3,305	28,056	111,498
40	ROCKWELL INTERNATIONAL CORP	51,941	19,628	26,629	98,199
41	NICHOLS RESEARCH CORPORATION	93,328	842	3,407	97,578
42	ALLIEDSIGNAL INC	4,908	12,733	79,455	97,096
43	HONEYWELL INC	32,933	17,310	44,656	94,900
44	THERMO ELECTRON CORPORATION	84,997	5,399	2,065	92,461
45	HARRIS CORPORATION	666	71,071	20,649	92,386
46	EASTMAN CHEMICAL COMPANY	0	92,144	0	92,144
47	BLACK & DECKER CORPORATION	1,812	46,498	34,609	82,920
48	TELEDYNE INC	65,816	12,403	3,797	82,016
49	AT&T CORP	1,528	29,657	50,323	81,510
50	FEDERAL PRISON INDUSTRIES	0	964	78,593	79,558

Note: Amounts in thousands of dollars.

TABLE 4 (Continued)
50 COMPANIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT
AWARDS, REPORTING COMPONENT, AND CATEGORY OF PROCUREMENT
Department of the Navy
FISCAL YEAR 1995

<u>Rank</u>	<u>Contractor</u>	<u>RDT&E</u>	<u>Other Services</u>	<u>Supplies</u>	<u>Total</u>
1	TENNECO INC	10,145	646,092	3,053,571	3,709,809
2	MCDONNELL DOUGLAS CORPORATION	1,140,728	373,670	2,025,187	3,539,586
3	LOCKHEED MARTIN CORPORATION	85,607	440,344	1,154,360	1,680,313
4	GENERAL ELECTRIC COMPANY	211,205	442,660	799,298	1,453,164
5	GENERAL MOTORS CORPORATION	176,789	288,429	900,514	1,365,733
6	GENERAL DYNAMICS CORPORATION	83,278	253,810	743,214	1,080,304
7	LITTON INDUSTRIES INC	38,108	121,439	830,520	990,068
8	RAYTHEON COMPANY	310,444	200,701	338,935	850,081
9	WESTINGHOUSE ELECTRIC CORP	118,485	350,622	300,113	769,220
10	NORTHROP GRUMMAN CORPORATION	69,672	162,907	471,145	703,726
11	TEXTRON INC	411,454	82,501	159,148	653,104
12	LORAL CORPORATION	170,441	127,559	281,272	579,273
13	FULCRUM II LIMITED PARTNERSHIP	0	32,494	530,937	563,431
14	UNITED TECHNOLOGIES CORP	36,794	81,700	308,037	426,532
15	TRACOR INC	46,283	301,224	2,862	350,370
16	TEXAS INSTRUMENTS INCORPORATED	135,651	45,617	163,009	344,278
17	ROCKWELL INTERNATIONAL CORP	26,514	106,518	160,876	293,908
18	JOHNS HOPKINS UNIVERSITY	271,522	104	0	271,627
19	DRAPER CHARLES STARK LAB INC	245,552	4,517	46	250,116
20	ROLLS-ROYCE PLC	11,115	102,172	125,073	238,361
21	UNITED STATES DEPT ENERGY	12,475	0	218,509	230,984
22	BLACK & DECKER CORPORATION	6,880	178,613	39,358	224,851
23	BOEING COMPANY THE	22,998	177,101	18,495	218,596
24	AT&T CORP	82,915	42,691	80,025	205,631
25	UNISYS CORPORATION	118,764	45,806	38,825	203,396
26	ALLIEDSIGNAL INC	51,055	77,454	71,824	200,334
27	OHM CORPORATION	0	184,387	0	184,387
28	CSX CORPORATION	0	174,402	0	174,402
29	SCIENCE APPLICATIONS INTL CORP	71,502	78,514	22,541	172,558
30	INTERNATIONAL BUS MCHS CORP	98,179	31,443	40,231	169,855
31	BAY TANKERS INC	0	167,597	0	167,597
32	TRW INC	49,975	104,276	12,910	167,163
33	ALLIANT TECHSYSTEMS INC	19,654	41,347	103,886	164,889
34	MAERSK INC	0	164,352	0	164,352
35	NASSCO HOLDINGS INC	1,182	21,212	123,269	145,664
36	INTERNATIONAL SHIPHOLDING CORP	0	145,066	0	145,066
37	FMC CORPORATION	341	33,103	103,674	137,118
38	CLARK ENTERPRISES INC	0	136,419	0	136,419
39	XEROX CORPORATION	2,345	68,587	48,118	119,052
40	NORFOLK SHPBLDING DRYDOCK CORP	0	104,514	0	104,514
41	TRINITY INDUSTRIES INC	70	0	97,832	97,902
42	COMPUTER SCIENCES CORPORATION	31,930	63,055	2,181	97,166
43	CHRYSLER CORPORATION	44,672	49,874	685	95,232
44	SEQUA CORPORATION	19,040	14,287	60,439	93,767
45	LOGICON INC	14,694	76,791	1,558	93,044
46	DYNACORP	5,420	87,483	29	92,933
47	ANALYSIS & TECHNOLOGY INC	32,158	56,936	3,557	92,652
48	METRO MACHINE CORP	0	91,344	0	91,344
49	MOTOROLA INC	17,990	2,997	70,321	91,310
50	JOHNSON CONTROLS INC	0	90,363	27	90,390

Note: Amounts in thousands of dollars.

TABLE 4 (Continued)
50 COMPANIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT
AWARDS, REPORTING COMPONENT, AND CATEGORY OF PROCUREMENT
Department for the Air Force
FISCAL YEAR 1995

<u>Rank</u>	<u>Contractor</u>	<u>RDT&E</u>	<u>Other Services</u>	<u>Supplies</u>	<u>Total</u>
1	LOCKHEED MARTIN CORPORATION	3,331,394	1,029,040	2,871,664	7,232,099
2	MCDONNELL DOUGLAS CORPORATION	487,381	340,575	3,146,730	3,974,687
3	NORTHROP GRUMMAN CORPORATION	712,594	234,689	1,001,279	1,948,563
4	BOEING COMPANY THE	178,285	452,721	689,177	1,320,184
5	UNITED TECHNOLOGIES CORP	354,623	36,497	555,475	946,596
6	ROCKWELL INTERNATIONAL CORP	280,792	183,243	351,762	815,799
7	GENERAL MOTORS CORPORATION	196,904	133,461	442,068	772,434
8	LORAL CORPORATION	99,650	371,587	176,508	647,746
9	RAYTHEON COMPANY	58,248	268,879	314,083	641,211
10	TRW INC	305,845	122,374	59,181	487,402
11	GENERAL ELECTRIC COMPANY	236,502	41,152	161,629	439,284
12	WESTINGHOUSE ELECTRIC CORP	56,700	51,458	307,113	415,272
13	MASSACHUSETTS INST OF TECH	321,320	786	0	322,106
14	FEDERAL EXPRESS CORPORATION	0	300,349	0	300,349
15	AEROSPACE CORPORATION	250,071	0	0	250,071
16	CFM INTERNATIONAL INC	0	0	239,767	239,767
17	GTE CORPORATION	30,947	132,788	49,632	213,368
18	INTERNATIONAL BUS MCHS CORP	16,716	124,529	68,790	210,037
19	SCIENCE APPLICATIONS INTL CORP	74,111	122,044	1,123	197,279
20	MITRE CORPORATION	183,417	6,772	0	190,189
21	ITT INDUSTRIES INC	6,815	147,535	24,392	178,743
22	HONEYWELL INC	22,346	10,472	138,688	171,507
23	WORLDCORP, INC	0	170,600	0	170,600
24	COMPUTER SCIENCES CORPORATION	11,961	133,474	22,803	168,238
25	ALLIEDSIGNAL INC	7,723	33,893	121,253	162,870
26	LITTON INDUSTRIES INC	14,595	20,675	117,211	152,483
27	CAE INC	15,992	93,617	37,605	147,215
28	CARLYLE PARTNERS LEVERAGED CAP	11,040	128,669	7,393	147,103
29	UNC INCORPORATED	0	141,213	5,110	146,324
30	TEXTRON INC	9,906	1,633	131,923	143,463
31	DYNACORP	752	127,561	1,411	129,724
32	TRACOR INC	53,122	65,579	10,891	129,592
33	HARRIS CORPORATION	72,108	11,264	40,926	124,299
34	SVERDRUP CORPORATION, THE	65,143	54,344	43	119,531
35	CHRYSLER CORPORATION	0	67,176	48,596	115,772
36	COMPUTER SCIENCES RAYTHEON JV	0	111,497	0	111,497
37	JOHNSON CONTROLS INC	100	110,263	67	110,431
38	VANADIUM ENTERPRISES CORP	106,414	0	0	106,414
39	ARVIN INDUSTRIES INC	87,003	10,268	6,364	103,636
40	ROLLS-ROYCE PLC	21,691	39,062	42,678	103,432
41	OKINAWA ELECTRIC POWER COMPANY	0	102,796	0	102,796
42	UNISYS CORPORATION	22,085	48,291	26,577	96,954
43	TEXAS INSTRUMENTS INCORPORATED	49,708	1,893	45,338	96,939
44	BLACK & DECKER CORPORATION	9,715	48,036	38,809	96,560
45	THE GENERAL ELECTRIC CO. PLC	67,697	6,256	14,414	88,368
46	INFOTEC DEVELOPMENT INC	1,147	3,856	77,592	82,596
47	TOWER AIR INC	0	82,203	0	82,203
48	LOGICON INC	39,449	32,952	7,466	79,868
49	ESCO ELECTRONICS CORPORATION	1,977	5,381	72,259	79,618
50	BULL (COMPAGNIE DES MACHINES)	282	0	78,501	78,784

Note: Amounts in thousands of dollars.

TABLE 4 (Concluded)
50 COMPANIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT
AWARDS, REPORTING COMPONENT, AND CATEGORY OF PROCUREMENT
Defense Logistics Agency
FISCAL YEAR 1995

<u>Rank</u>	<u>Contractor</u>	<u>RDT&E</u>	<u>Other Services</u>	<u>Supplies</u>	<u>Total</u>
1	EXXON CORPORATION	0	0	468,250	468,250
2	NV KON. NEDERLANDSE PETROLEUM	0	165	245,940	246,105
3	CHEVRON CORPORATION	0	295	188,551	188,847
4	SALOMON INC	0	0	187,841	187,841
5	COASTAL CORPORATION	0	1,589	178,578	180,168
6	ATLANTIC RICHFIELD COMPANY	0	0	129,061	129,061
7	SSANGYONG OIL REFINING CO LTD	0	0	98,755	98,755
8	SUN COMPANY INC	0	1,364	83,838	85,203
9	KUWAIT NATIONAL PETROLEUM CO K	0	0	85,018	85,018
10	ENI SPA	0	2,604	77,620	80,224
11	HOLLY CORPORATION	0	0	79,578	79,578
12	DU PONT E I DE NEMOURS AND CO	0	0	75,273	75,273
13	KOCH INDUSTRIES INC	0	0	72,697	72,697
14	FEDERAL PRISON INDUSTRIES	0	0	66,830	66,830
15	MOBIL CORPORATION	0	2,293	63,560	65,853
16	AMOCO CORPORATION	0	0	65,355	65,355
17	THE BRITISH PETROLEUM CO. PLC	0	0	64,403	64,403
18	SUNKYOUNG LTD	0	0	63,214	63,214
19	WORLD FUEL SERVICES CORP	0	0	62,626	62,626
20	PRIDE COMPANIES L P	0	0	62,180	62,180
21	PROPPER INTERNATIONAL INC	0	0	54,684	54,684
22	PARAMOUNT PETROLEUM CORP	0	0	52,377	52,377
23	GOLD LINE REFINING LTD	0	0	51,821	51,821
24	LOUISIANA LAND EXPLORATION THE	0	0	51,090	51,090
25	PHILIP MORRIS COMPANIES INC	0	0	48,344	48,344
26	MOTOR OIL (HELLAS) CORINTH REF	0	0	46,337	46,337
27	AMERICAN APPAREL INC	0	0	43,563	43,563
28	CYPRUS AMAX MINERALS COMPANY	0	0	41,360	41,360
29	DIAMOND SHAMROCK INC	0	0	35,932	35,932
30	GIBRALTAR, P R INC	0	0	35,477	35,477
31	COMPANIA ESPANOLA DE PETROLEOS	0	0	35,046	35,046
32	MCKESSON CORPORATION DELAWARE	0	0	34,679	34,679
33	ARCTIC SLOPE REGIONAL CORP	0	228	34,078	34,306
34	COSMO OIL CO. LTD.	0	987	31,808	32,796
35	TENNESSEE APPAREL CORP	0	0	30,950	30,950
36	THE BROKEN HILL PROPRIETARY CO	0	0	29,293	29,293
37	ABU DHABI NATIONAL OIL CO	0	0	29,074	29,074
38	BURLINGTON INDUSTRIES INC	0	0	28,519	28,519
39	ALLIED PETRO, INC	0	0	27,202	27,202
40	AMOCO ENERGY TRADING CORP	0	0	26,381	26,381
41	CROWN CENTRAL PETROLEUM CORP	0	0	24,768	24,768
42	ALLIEDSIGNAL INC	0	0	24,536	24,536
43	GENERAL MOTORS CORPORATION	0	325	24,121	24,446
44	TOOTSIE ROLL INDUSTRIES INC	0	0	23,407	23,407
45	AMERADA HESS CORPORATION	0	13,645	8,890	22,535
46	A G MARKETING INC	0	0	22,296	22,296
47	WOLVERINE WORLD WIDE INC	0	0	21,435	21,435
48	IBP INC	0	0	21,084	21,084
49	PROCTER & GAMBLE COMPANY THE	0	0	20,749	20,749
50	BRICKLE, HYMAN & SON INC	0	0	20,390	20,390

Note: Amounts in thousands of dollars.